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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, August 7, 2008 at 9:00 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	September 4, 2008

MEMBERS PRESENT

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding
Edward T. Hammond, Jr., Kent County, Professional Member, Vice Chairperson
Karen Hamilton, Sussex County, Professional Member
Linda Brannock, Kent County, Professional Member
Dee Carroll, Kent County, Public Member
Geri Parisi, New Castle County, Professional Member
Tammy R. Hadder, Sussex County, Professional Member
Larry Tims, New Castle County, Professional Member
Susan Mills, Sussex County, Professional Member
Barbara Mitchell, Sussex County, Public Member

MEMBERS ABSENT

Roger Truemper, Esquire, New Castle County, Public Member
Frani Melda, Kent County, Professional Member

DIVISION STAFF

Sauna Slaughter, Administrative Specialist II

CALL TO ORDER

Mr. McGavisk called the meeting to order at 9:03 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Carroll, seconded by Ms. Mitchell, to approve the July 3, 2008 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Update Regarding Annual Seminar

Mr. McGavisk and Ms. Slaughter provided the Committee with details regarding the Annual Seminar location, date, time, speakers and topics.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

The Letters of Intent and Course Evaluations were approved as submitted.

Review of Course Provider Applications

A motion was made by Ms. Mills, seconded by Ms. Brannock, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Course Provider: Association of Realtors School

Course Title:	Accredited Buyers Representative (ABR)	Approved
Credit Hours:	15	
Course Title:	CRS 210 – Building an Exceptional Customer Service Referral Business	Approved
Credit Hours:	15	
Course Title:	Educate Buyers and Sellers in a Planned Community or Condominium	Approved
Credit Hours:	3.5	for 3 Hours
Course Title:	Effective Negotiating for Real Estate Professionals	Approved
Credit Hours:	7	
Course Title:	Ethical Open Houses	Approved
Credit Hours:	7	
Course Title:	Introduction to Real Estate Auctions	Approved
Credit Hours:	7	
Course Title:	NAR Home from Campaign – An Employer Housing Benefit	Approved for 3 Hours
Credit Hours:	3.5	

Course Provider: Jack Lingo, Inc., Realtor

Course Title:	Short Sale and Foreclosure Seminar	Approved
Credit Hours:	3	
Course Title:	Procuring Cause	Approved
Credit Hours:	3	

Course Provider: Sussex County Association of Realtors

Course Title:	Introduction to Office Leasing	Approved
Credit Hours:	3	
Course Title:	Basic Math for Real Estate Salesman	Approved
Credit Hours:	3	
Course Title:	Investing in Commercial Real Estate	Approved
Credit Hours:	6	
Course Title:	Short Sale and Foreclosure	Approved
Credit Hours:	3	

Course Provider: Coldwell Banker Residential Brokerage School of RE

Course Title:	“Fair Housing - Shared Neighborhoods, Equal Opportunities”	Approved
Credit Hours:	3	

Course Provider: Kent County School of Real Estate

Course Title:	NAR Ethics	Approved
Credit Hours:	3	

Course Provider: Delaware Association of REALTORS

Course Title:	Legislative Update – DREC Update and Final Gavel	Approved
Credit Hours:	3	

Course Title: Financing in Tight Market **Approved**
Credit Hours: 3
Course Title: Legislative Update – Land & Sales Contract **Approved**
Credit Hours: 3
Course Title: Risk Reduction **Approved**
Credit Hours: 3
Course Title: 20 Ways to Lose Your License **Approved**
Credit Hours: 3

Course Provider: RE/MAX Satellite Network

Course Title: “Brian Buffini’s 100 Days to Greatness” **Approved for 3 Hours**
Credit Hours: 10

Course Provider: Kent County Association of REALTORS

Course Title: How to Thrive in a Changing Market **Approved**
Credit Hours: 3

Review of Instructor Applications

A motion was made by Ms. Parisi, seconded by Mr. Tims, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

L. Robert Frame, Jr., Esq. **Approved**
Continuing Education: Professional Enhancement: Introduction to Real Estate Auctions
John W. Kerrigan **Approved for Professional Enhancement - No Real Estate Sales**
Continuing Education: Professional Enhancement: Lead/Radon/Construction/Pest Control/Mold/Personality Typing/N.L.P
Pre-Licensing: Real Estate Sales
Terrence J. Burke **Approved**
Continuing Education: Professional Enhancement: Basic Math/Investing In Commercial Real Estate/Intro to Office Leasing
Pre-Licensing: Real Estate Mathematics
Broker’s Course: Financing/Real Estate Investment/Mathematics
Diana Erney **Approved**
Continuing Education: Professional Enhancement: Spanish for Realtors
John Tarburton **Approved**
Continuing Education: Federal, State or Local Legislative Issues/Fair Housing Law
Pre-Licensing: Real Estate Law
Broker’s Course: Real Estate Documents/Legal and Governmental Aspects of Real Estate
Trina Joyner **Approved**
Continuing Education: Professional Enhancement: At Home with Diversity
Christopher Rowe **Approved**
Continuing Education: Professional Enhancement: “Real Estate Financing in a Challenging Market”

Review Student Requests for Approval of Educational Activity

A motion was made by Ms. Mitchell, seconded by Ms. Carroll, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Student: Tammi Deinlein **Approved for 1 Hour**
Title: Helping Clients Understand the Residential Listing Agreement

Credit Hours: 1.5
Student: Tammi Deinlein **Approved for 1 Hour**

Title: Contract and Closing Procedures for New RE Agents
Credit Hours: 1.5

Student: Tammi Deinlein **Approved**
Title: Ethics in Real Estate (Flipping and Predatory Lending)
Credit Hours: 3

Continuing Education Audits

Immediately following today's regularly scheduled Education Committee meeting, the Committee will review the continuing education documentation that was submitted by licensees who were selected for random audit. Results of the audit review and the Committee's recommendations will be forwarded to the Real Estate Commission for review and further action.

Other Business Before the Committee (for discussion only)

A brief discussion took place regarding the need to change the continuing education topics listed on the Course Provider and Instructor application forms. Ms. Slaughter will make revisions and forward to the Real Estate Commission for review.

Public Comment

There was no public comment.

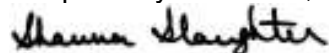
Next Scheduled Meeting

The next meeting will be held on Thursday, September 4, 2008 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. Hadder made a motion, seconded by Ms. Hamilton, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:15 a.m.

Respectfully submitted,



Shauna Slaughter
Administrative Specialist II